The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

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CPC Salary Survey

REGIONAL Interim Report No. 3, April 1984

SOUTHERN REGION (SCPA)

Alabama A & M University
Auburn University
Clemson University
Duke University
Duke University - Fuqua School of Business
Florida A & M University
Georgia Institute of Technology
University of Georgia
Jackson State University
University of Kentucky
Mary Washington College
Memphis State University
Mississippi State University
University of Mississippi
North Carolina A & T State University
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Prairie View A & M University
South Carolina State College
University of South Florida
Tennessee State University
University of Tennessee - Knoxville
Tulane University
Vanderbilt University
Vanderbilt University - Owen Graduate School of Management
Virginia Polytechnic Institute and State University
University of Virginia
University of Virginia - Colgate Darden Graduate School of Business
Wake Forest University
Wake Forest University - Babcock Graduate School of Management

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ISSN 0196-1004

The 187 placement offices at the 162 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Southern region.

The data are based on salary offers made to students graduating between September 1, 1983, and August 31, 1984. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (March 3 through April 6) and cumulatively (September 1 through April 6). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/3/84 THROUGH 4/6/84							CUMULATIVE PERIOD 9/1/83 THROUGH 4/6/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	65	835	$1607	$1651	$1850	$1600	$1350	338	4289	$1588	$1628	$1750	$1600	$1365
Business—General (incl. Mgmt.)	52	458	1325	1565	1700	1317	867	187	1843	1404	1519	1835	1416	1000
Marketing & Distribution	35	167	1558	1515	1900	1666	1000	94	761	1502	1478	1845	1513	1083
HUMANITIES & SOCIAL SCIENCES														
Humanities	20	71	1631	1515	2165	1521	1192	50	224	1384	1395	2000	1296	947
Economics[2]	22	62	1672	1667	2100	1650	1167	37	149	1558	1536	2000	1575	1054
Other Social Sciences	13	66	1527	1611	*	*	*	35	333	1359	1370	2000	1300	916
ENGINEERING														
Aeronautical	+	51	+	2209				6	193	2030	2144	*	*	*
Chemical	57	422	2311	2311	2425	2300	2175	119	1051	2296	2288	2435	2300	2100
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	16	118	1829	1930	*	*	*	55	533	1892	1893	2400	1800	1449
Electrical (incl. Computer Engrg.)	141	1547	2163	2228	2400	2225	1794	358	4600	2138	2193	2400	2200	1792
Geological	+	8	+	2209				1	34	1138	2040	*	*	*
Industrial	17	196	2098	2127	*	*	*	36	536	2136	2113	2335	2159	1833
Mechanical	81	749	2217	2210	2425	2205	2050	216	2391	2165	2184	2410	2200	1847
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	3	64	2224	2226	*	*	*	8	157	2188	2209	*	*	*
Mining	+	5	+	2302				+	27	+	2013			
Nuclear (incl. Engrg. Physics)	4	19	2324	2268	*	*	*	5	45	2301	2237	*	*	*
Petroleum	7	97	2604	2458	*	*	*	13	276	2468	2503	*	*	*
Engineering Technology	3	102	1836	2118	*	*	*	14	441	1843	2074	*	*	*
SCIENCES														
Agricultural Sciences	6	26	1476	1362	*	*	*	12	147	1556	1395	*	*	*
Biological Sciences	+	15	+	1186				2	45	1304	1321	*	*	*
Chemistry	6	30	1463	1798	*	*	*	6	78	1463	1775	*	*	*
Computer Science	98	534	1992	2043	2250	2075	1500	203	1671	1960	2017	2250	2017	1500
Health (Medical) Professions	7	16	1276	1363	*	*	*	61	178	1308	1575	1799	1280	1000
Mathematics	7	84	1970	1943	*	*	*	23	176	1757	1934	2020	1916	1083
Other Physical & Earth Sciences	3	26	1174	1810	*	*	*	7	100	1465	1814	*	*	*
Totals	663	5768						1886	20278					

[1] Percentiles are computed on regional data
[2] Includes economics programs with both business and social science orientation
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 3/3/84 THROUGH 4/6/84							CUMULATIVE PERIOD 9/1/83 THROUGH 4/6/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	71	850	$1614	$1647	$1852	$1600	$1350	349	4305	$1591	$1625	$1750	$1600	$1375
Business Administration	37	208	1454	1594	1865	1400	1000	99	862	1475	1522	1865	1458	1000
Communications	3	23	1403	1609	*	*	*	16	108	1338	1535	*	*	*
Community & Service Orgs. Work	3	9	1863	1412	*	*	*	13	81	1213	1350	*	*	*
EDP-Programming/Systems	96	563	1989	2033	2250	2075	1583	185	1804	1933	2008	2250	2040	1449
Engineering	292	3128	2191	2224	2425	2238	1794	766	9528	2151	2187	2416	2200	1793
Farm & Natural Resources Mgmt.	8	12	1218	1337	*	*	*	9	50	1310	1345	*	*	*
Finance & Economics	30	163	1695	1699	2165	1583	1375	51	466	1569	1585	2120	1542	1054
Health (Medical) Services	10	20	1119	1319	*	*	*	62	204	1278	1521	1799	1200	916
Manufacturing &/or Industrial Oprs.	16	120	1994	2039	*	*	*	57	444	1941	2004	2425	2000	1300
Mathematics/Statistics	6	78	1624	1903	*	*	*	23	152	1697	1874	2016	1795	1192
Merchandising/Sales Promotion	6	108	1309	1388	*	*	*	26	629	1273	1376	1758	1250	1000
Personnel/Employee Relations	6	23	1278	1438	*	*	*	24	109	1347	1439	1898	1205	1000
Research—Non-Scientific	12	30	1737	1782	*	*	*	21	97	1765	1736	2333	2000	1125
Research—Scientific	16	113	1843	1961	*	*	*	29	319	1794	1932	2416	1933	1034
Rotational Training—Non-Technical	6	47	1395	1495	*	*	*	32	242	1232	1402	1500	1229	1000
Rotational Training—Technical	5	60	2103	2165	*	*	*	9	157	2044	2104	*	*	*
Sales—Non-Technical Degree	28	177	1593	1536	2100	1666	1166	100	635	1529	1505	1833	1550	1166
Sales—Technical/Scientific Degree	12	36	2123	2016	*	*	*	15	86	2049	1903	*	*	*
Totals	663	5768						1986	20278					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 3/3/84 THROUGH 4/6/84							CUMULATIVE PERIOD 9/1/83 THROUGH 4/6/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	7	147	$1856	$1932	*	*	*	29	461	$1840	$1927	$2000	$1875	$1600
MBA (Non-Technical Undergraduate)	87	284	2292	2435	$2833	$2250	$1792	144	733	2214	2240	2833	2166	1750
MBA (Technical Undergraduate)	22	97	2444	2530	2907	2500	2000	37	186	2415	2484	2907	2450	1958
MS-Business (incl. Mgmt., Mktg., Finance, etc.)	1	43	834	2590	*	*	*	5	130	1506	2216	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	+	15	+	2330				2	33	1750	2206	*	*	*
Administration (incl. Public, Hospital, etc.)	+	1	+	1541				2	13	1288	1750	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	2	9	1150	1547	*	*	*	3	23	1167	1423	*	*	*
Social Sciences	4	13	1444	1632	*	*	*	7	46	1344	1606	*	*	*
ENGINEERING														
Chemical	4	29	2418	2504	*	*	*	14	107	2468	2503	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	6	23	2410	2274	*	*	*	8	77	2345	2258	*	*	*
Electrical (incl. Computer Engrg.)	9	128	2581	2575	*	*	*	20	395	2497	2550	2692	2325	2250
Industrial	3	16	2444	2520	*	*	*	4	61	2481	2478	*	*	*
Mechanical	4	65	2420	2532	*	*	*	8	251	2431	2516	*	*	*
Nuclear (incl. Engrg. Physics)	+	5	+	2423				2	16	2701	2483	*	*	*
SCIENCES														
Chemistry	+	7	+	2625				4	28	2257	2304	*	*	*
Computer Science	14	85	2440	2539	*	*	*	21	240	2418	2482	2900	2400	1932
Geology & Related Geological Sciences	1	18	2455	2574	*	*	*	3	46	2530	2421	*	*	*
Mathematics	3	15	2481	2324	*	*	*	6	30	2532	2313	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg., Science, & Ceramics)	+	10	+	2440				2	31	2350	2456	*	*	*
Totals	167	1010						321	2907					

[1] Percentiles are computed on regional data.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 3/3/84 THROUGH 4/6/84							CUMULATIVE PERIOD 9/1/83 THROUGH 4/6/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	29	76	$2397	$2545	$2925	$2500	$1833	39	189	$2365	$2458	$3000	$2250	$1791
MBA - Tech Undergraduate	5	27	2775	2960	*	*	*	9	54	2745	2825	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	19	140	2610	2665	*	*	*	30	227	2648	2631	3750	2500	2000
MBA - Tech Undergraduate	14	45	2752	2886	*	*	*	22	66	2683	2810	3417	2667	2000
Over 4 years														
MBA - Non-Tech Undergraduate	10	83	2617	2559	*	*	*	17	186	2457	2604	*	*	*
MBA - Tech Undergraduate	4	23	2604	3035	*	*	*	5	39	2433	2963	*	*	*
Totals	81	394						122	761					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	+	25	+	$3299				+	56	+	$3245			
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	1	4	$2200	3006	*	*	*	1	9	$2200	3111	*	*	*
Electrical (incl. Computer Engrg.)	+	17	+	3688				2	59	3446	3374	*	*	*
Mechanical	+	13	+	3245				+	24	+	3207			
SCIENCES														
Chemistry	3	73	2603	2972	*	*	*	3	127	2603	2933	*	*	*
Mathematics (incl. Oprs. Research, Statistics & Actuarial Science)	1	11	1600	2775	*	*	*	4	20	2430	2849	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg. Science, & Ceramics)	+	3	+	2736				+	7	+	3095			
Physics	+	17	+	3343				+	32	+	3185			
Totals	5	163						10	334					

[1] Years of previous full-time, non-military employment
[2] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
\+ No offers reported

AVERAGE MONTHLY SALARY OFFERS APRIL 1984 SCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/3/84 THROUGH 4/6/84 PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO/MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1560 1750 1300	45			1500	1	1582	1				
BUSINESS - GENERAL	1667	2	1345	11	1173	14	1625	6	1481	2		
MARKETING/DISTRIBUTN			2500	1	1190	12	1420	1				
HUMANITIES			1647	13	1194	3						
ECONOMICS	1759	2	1407	7			1836	3				
OTHR SOCIAL SCIENCES			2208	1	1237	6	2250	1			1542	1

AVERAGE MONTHLY SALARY OFFERS APRIL 1984 SCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/3/84 THROUGH 4/6/84 PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO. MECH-EQPT		BLDG MATERIAL	
AERONAUTICAL												
CHEMICAL					2425	1						
CIVIL -CNSTR/SAN/TRP							1963	2			1750	2
ELECTRICAL -COMPTR			2120	1	1825	1	2252 2408 2091	67	2079	2		
GEOLOGICAL												
INDUSTRIAL	1750	1					2026	7			2275	1
MECHANICAL							2193	13	2353	2		
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH												

AVERAGE MONTHLY SALARY OFFERS APRIL 1984 SCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/3/84 THROUGH 4/6/84 PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
AGRICULTURL SCIENCES												
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	1861	3	1493	6			2105 2250 1860	59				
HEALTH (MED) PROFSNS												
MATHEMATICS			2165	1			2058	1				
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS APRIL 1984 SCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/3/84 THROUGH 4/6/84 PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1615	2			1500	1			1365	1	1790	14
BUSINESS - GENERAL	1784	3	1171	5	1400	1						
MARKETING/DISTRIBUTN	1938	9	1883	2	1597	2					1779	2
HUMANITIES												
ECONOMICS			1935	1	1700	1			1600	1	1800	1
OTHR SOCIAL SCIENCES					933	1						

AVERAGE MONTHLY SALARY OFFERS APRIL 1984 SCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/3/84 THROUGH 4/6/84 PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2324 2458 2175	38	2290	1	2333	1	2342	2	2321	2	2393	3
CIVIL -CNSTR/SAN/TRP											2415	1
ELECTRICAL -COMPTR	2257	15	2155	14			2287	2	2217	4	2517	2
GEOLOGICAL												
INDUSTRIAL	2167	1	2500	1	2325	2			2250	2		
MECHANICAL	2268	15	2149	9	2097	2	2306	4	2223	11	2455	5
METALLURGICAL	2186	2							2300	1		
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS											2604	7
ENGINEERING TECH	1813	2									1883	1

AVERAGE MONTHLY SALARY OFFERS APRIL 1984 SCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/3/84 THROUGH 4/6/84 PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES					1444	4	1583	1				
BIOLOGICAL SCIENCES												
CHEMISTRY	1915	2										
COMPUTER SCIENCE	2027	7	1650	1							2041	5
HEALTH (MED) PROFSNS												
MATHEMATICS	1833	1	1935	2								
OTHR PHYSCL/EARTH SC							1005	1				

AVERAGE MONTHLY SALARY OFFERS APRIL 1984 SCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/3/84 THROUGH 4/6/84 PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
ACCOUNTING												
BUSINESS - GENERAL	912	4			1300	1	1596	2			900	1
MARKETING/DISTRIBUTN	980	2			1602	4						
HUMANITIES	1909	4										
ECONOMICS	2278	3			1833	1	1150	1	1054	1		
OTHR SOCIAL SCIENCES	2000	2									1488	1

AVERAGE MONTHLY SALARY OFFERS — APRIL 1984 SCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 3/3/84 THROUGH 4/6/84 — PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL												
CHEMICAL			2273	8			1666	1				
CIVIL -CNSTR/SAN/TRP			1950	1	2065	2	1698	7	1458	1		
ELECTRICAL -COMPTR	2198	4			2174	9	1752 1794 1449	20				
GEOLOGICAL												
INDUSTRIAL	1958	1			1679	1						
MECHANICAL	2124	8	2232	5	2227	5	1791	2				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS	2583	1			2238	3						
PETROLEUM -NATL GAS												
ENGINEERING TECH												

AVERAGE MONTHLY SALARY OFFERS APRIL 1984 SCPA REGIONAL INTERIM REPORT NUMBER 3

BY CURRICULUM & EMPLOYER INTERIM PERIOD 3/3/84 THROUGH 4/6/84 PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES									1500	1		
BIOLOGICAL SCIENCES												
CHEMISTRY	1183	3					1400	1				
COMPUTER SCIENCE	1708	4			2090	6	1564	6			1750	1
HEALTH (MED) PROFSNS									1367	4	1156	3
MATHEMATICS	1933	2										
OTHR PHYSCL/EARTH SC									1259	2		

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES APRIL 1984 SCPA REGIONAL INTERIM REPORT NUMBER 3

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 3/3/84 THROUGH 4/6/84

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	1875 2041 1708	22	2494 2833 2083	31	2222	8	2287	5	1994	1	1667	1
MBA - TECHNICAL	2097	3	2521	2	1503	1	2402	4				

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 3/3/84 THROUGH 4/6/84

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL	2774	7	2250	2							3167	1
MBA - TECHNICAL	2795	3	2542	1	2907	1	2625	2			2338	2

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 3/3/84 THROUGH 4/6/84

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL	2205	5			2458	4						
MBA - TECHNICAL	2291	1			2638	2						